

EXHIBIT 1B

Mail Sent by Households (Correspondence
and Transactional) - Stratified by Income

HOUSEHOLD (INCOME LEVEL)	FY 2018 CORRESP	FY 2018 TRANSACTIONAL	FY 2018 TOTAL	FY 2017 CORRESP	FY 2017 TRANSACTIONAL	FY 2017 TOTAL	FY 2016 CORRESP	FY 2016 TRANSACTIONAL	FY 2016 TOTAL	FY 2015 CORRESP	FY 2015 TRANSACTIONAL	FY 2015 TOTAL	FY 2014 CORRESP	FY 2014 TRANSACTIONAL	FY 2014 TOTAL	FY 2013 CORRESP	FY 2013 TRANSACTIONAL	FY 2013 TOTAL
<\$35000	0.4	0.4	0.8	0.4	0.4	0.8	0.6	0.5	1.1	0.4	0.5	0.9	0.5	0.6	1.1	0.5	0.6	1.1
\$35000 - \$65000	0.5	0.7	1.2	0.6	0.5	1.1	0.6	0.7	1.3	0.6	0.8	1.4	0.8	0.8	1.6	0.9	0.9	1.8
\$65000 - \$100000	0.7	0.5	1.2	0.7	0.7	1.4	0.7	0.6	1.3	0.8	0.8	1.6	0.8	0.8	1.6	0.9	0.8	1.7
>\$100000	0.8	0.5	1.3	0.8	0.6	1.4	0.9	0.7	1.6	1.1	0.9	2.0	1.2	1.0	2.2	1.2	1.0	2.2
Average	0.6	0.5	1.1	0.6	0.6	1.2	0.7	0.6	1.3	0.7	0.7	1.4	0.8	0.8	1.6	0.9	0.8	1.7

Single-Piece First-Class Letters -
Avg. Revenue/Piece (Note A)

FY 2018 (\$)	FY 2017 (\$)	FY 2016 (\$)	FY 2015 (\$)	FY 2014 (\$)	FY 2013 (\$)
0.496	0.483	0.482	0.490	0.476	0.456

Sources:
Household-origin volumes from
Household Diary Study reports, chs. 3, 4.
Average revenue/piece from USPS
Billing Determinants.

Note A: FY 2015 and later are for Stamped
Letters; FY 2014 is a split year; FY 2013 is for
all Single-Piece Letters